

Message Text

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43

ACTION EUR-06

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E.O. 11652: N/A

TAGS: BEXP, GE, US

SUBJECT: FALL 1974 LEIPZIG FAIR

REF: BERLIN A-183

1. DOELLING, GDR CHAMBER FOR FOREIGN TRADE, INFORMED MISSION OFFICER AUGUST 30 THAT DR. GERHARD BEIL, STATE SECRETARY IN EAST GERMAN FOREIGN TRADE MINISTRY, PLANS TO VISIT DOW CHEMICAL AND BRUNSWICK COPR. EXHIBITS AT LEIPZIG FAIR. VISITS SCHEDULED FOR SEPTEMBER 5 ARE INTENDED TO UNDERLINE SIGNIFICANCE GDR ATTACHES TO EXPANSION OF BILATERAL TRADE IN WAKE OF ESTABLISHMENT OF RELATIONS. DOELLING EXPRESSED HOPE THAT TWO U.S.-BASED COMPANIES WOULD STILL FIND IT POSSIBLE TO SEND APPROPRIATELY HIGH-LEVEL AMERICAN NATIONALS TO LEIPZIG IF THIS NOT PRESENTLY PLANNED.

2. COMMENT AND ACTION REQUESTED. PROJECTED VISIT OF BEIL TO DOW AND BRUNSWICK EXHIBITS IN LEIPZIG LOOKS LIKE PART OF GDR EFFORT TO EXTRACT MAXIMUM PUBLICITY MILEAGE FROM ESTABLISHMENT OF RELATIONS. WHILE GENERALLY THERE IS NO NEED FOR US TO SUPPORT THIS EAST GERMAN ENDEAVOR, SINGLING-OUT OF TWO AMERICAN FIRMS BY GDR TRADE BUREAUCRACY COULD SIGNIFY FAVORABLE COMMERCIAL PROSPECTS FOR THEM WHICH MIGHT BE FURTHERED IF RANKING AMERICAN COMPANY OFFICIALS IN ATTENDANCE. DEPARTMENT/

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COMMERCE THEREFORE MAY WISH TO CONTACT DOW AND BRUNSWICK HOME

OFFICES TO ALERT THEM OF SITUATION.KLEIN

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